

NEW: Program Launched Statewide

Caltrans Contract Training Program

Maximizing opportunities for DBEs

Presented by:



Did you know?

- California Department of Transportation (Caltrans) budgets approximately **\$1.5 billion** in Federal Aid Highway Funds on highway construction efforts every year.
- U.S. Department of Transportation (USDOT) spends **\$17.5 billion** on highway construction contracts every year.

What is a Disadvantaged Business Enterprise (DBE)?

A Disadvantaged Business Enterprise, or DBE, is a for-profit small business concern that is at least 51-percent owned by one or more individuals who are both socially and economically disadvantaged. In the case of a corporation, 51 percent of the stock is owned by one or more such individuals. Management and daily business operations must be controlled by one or more of the socially and economically disadvantaged individuals who own it. The U.S. Department of Transportation's (USDOT) DBE Program is designed to foster equal opportunity for minority, female, and disadvantaged business owners on federal-aid transportation projects, and for helping improve their business efficiency and flexibility.

You are invited to take advantage of the free counseling and the upcoming online courses so you can:

- Improve your government contracting and business management skills to help your business thrive
- Learn about new business opportunities with Caltrans

Purpose of the Program

The *Caltrans Contract Training Program* is designed to assist Disadvantaged Business Enterprises (DBEs), potential DBEs, and other small businesses to take full advantage of Caltrans contract and bid opportunities. Included in this contracting program—firms will have access to no-cost online workshops, counseling services, DBE certification assistance, bid opportunities, locating prime contractors, learning about new business opportunities and resources, and practical management guidelines.

Free Counseling

One-on-one counseling is now available to current DBEs and to other small businesses that are potential DBEs to pursue or perform on Caltrans contracts and on developing capabilities with business management, recordkeeping, and financial accounting.

Free Online Courses

COMING SOON: Seven self-paced, online courses with supporting resources designed to strengthen the contracting skills and business management skills of DBEs and other small businesses in California.

- COURSE 1: Business Management, Plans, and Marketing
- COURSE 2: Construction Contracts
- COURSE 3: Business Connections
- COURSE 4: Accounting and Cash Flow Module for the Construction Industry
- COURSE 5: Computer Module
- COURSE 6: Contract Law, Business Law, and EEO for the Construction Industry
- COURSE 7: Safety Module

Resources for Contracting with Caltrans

The program website (www.CaltransContractTraining.org) lists many resources to help DBEs and small businesses with contracting with Caltrans and improving business management skills.

Questions

- **For government contracting assistance**, call The Federal Technology Center (The FTC) at **866-382-7822** toll-free.
- **For business management assistance**, call the Northeastern California Small Business Development Center—Greater Sacramento (SBDC) at **800-965-2221** toll-free.